**Penwith Landscape Recovery Project**

**Invitation to Tender**

**Land Agent Consultancy**

Introduction

Cornwall Wildlife Trust (CWT) require a land agent consultancy to work alongside the Penwith Landscape Recovery (PLR) team to input into legal plan, input into full farm plans and negotiate and engage individual landowners on the agreement terms for the project. More details can be found below and in the attached Scheme of Work.

Background

There is a new SSSI in the far west of Cornwall across the moors and downs of Penwith. It’s a special and ancient place; rich in wildlife and ancient sites, yet still a living, working landscape. However, the SSSI is in unfavourable condition and teeters on the edge of species loss. The heathlands need to see widespread cattle grazing return. The fens need plentiful clean water flowing in through the farmland if they are to become resilient and thrive once again. This project will enable the many small family farms to rise to this challenge, for the benefit of everyone.

The SSSI is over 3000ha so best served by a large-scale scheme. Unusually, productive farmland is included in the notification, to protect the water quality of the valley wetlands. All habitats included in the SSSI need active management to maintain their features. Thankfully, Penwith has a collective of ready, willing and knowledgeable landowners and land managers. We cannot hope to enhance the SSSI without supporting these people and multiple small farm businesses.

Land managers tell us they will get involved if facilitated by long-term financial incentives alongside trusted facilitation and advice. They recognise the uniqueness of this ancient landscape; its soils, climate, small Cornish-hedge lined fields and the nuances of local farming systems. This highlights the need for a bespoke scheme, and local farmers would relish the opportunity to co-design and deliver it.

CWT has successfully applied for a Landscape Recovery project on behalf of a wide group of farmers and land managers, ranging from small holders to beef and dairy farms, up to large landowners who lease several tenanted farms. The Trust has been working with farmers and landowners in Penwith for over a decade but has had an interest in the area for much longer. We were involved in the designation of the former West Penwith Environmentally Sensitive Area back in 1987. The project area is currently 4170.65ha and consists of 56 land managers.

Project Details

The development phase of the project running from May 2024 to 30 March 2026 has been funded by DEFRA. During this stage the PLR team must produce the following deliverables:

1. Land Management Plan
2. Monitoring and Evaluation Plan
3. Stakeholder Engagement Plan
4. Site Access Plan
5. Blended Finance Plan and Business Model
6. Project Management and Governance Plan

PLR will only move forward to the 20-year implementation phase of the project if DEFRA are in agreement with these. Individual land managers, DEFRA or PLR team may decide at any time not to proceed to implementation.

Tender Requirements

Please see attached Scheme of Work for details of work to be completed.

Please provide a written proposal detailing the following:

1. The proposed approach to the project, your response to the requirements set out in the ITT and the deliverables statement of work.
2. The amount of consultancy time you propose to dedicate to the process and how this will be distributed across the timeline February 2025 to March 2026.
3. An overview of risks associated with the contract delivery.
4. Your experience and track record of deliverables in this area – please provide examples of work relevant to the project.
5. Suitable references or case studies with previous clients detailing, in particular, the experience you have in delivering similar projects.

The tender shall be no longer than 4 pages of A4 (font Arial 11). This excludes case studies and CVs of staff involved. Shortlisted applicants may be invited to an interview with the PLR team and Internal advisors.

Selection Criteria

Before submitting your tender, please consider your resources and availability as it is essential the work is delivered within the timeframe: March 2025 to March 2026.

Tenders will be assessed on the following criteria:

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| **Quality Area** | **Evaluation Criteria** | **% Weighting** |
| **Overview of the Company Services** | * Please provide an overview of your company and the services you deliver | 5% |
| **Evidence of Delivery Similar Projects** | * Please provide two relevant case studies providing evidence of delivering similar projects * Provide the names of two references that can provide assurance of your capabilities | 25% |
| **Understanding the tasks** | * Please provide your understanding of the project requirements | 15% |
| **Ability to meet the requirements** | * Please confirm that you can meet all requirements within the required timescales * Please provide a project plan that details how you would deliver the required outcome | 10% |
| **Delivery methodology for the overall project** | * Please detail your proposed approach to deliver the project * Please provide details of your delivery assurance processes | 30% |
| **Delivery Team** | * Please provide CVs for your proposed delivery team | 10% |
| **Business Continuity** | * Please outline what Business Continuity arrangements will be in place to ensure consistency of supply, likely to be impacted by (but not limited to) Natural disaster, loss of IT, global pandemics, adverse weather conditions, industrial disputes/staffing shortages, receivership, loss of premises | 5% |

Contact Information

Please send your submissions by 4th March 2025 2pm to, or raise any further queries you may have to, Becca Butler – Project Manager, Penwith Landscape Recovery project at [becca.butler@cornwallwildlifetrust.org.uk](mailto:becca.butler@cornwallwildlifetrust.org.uk) or plrteam@cornwallwildlifetrust.org.uk